

**NICE CÔTE D'AZUR**  
**AIRPORT**  
NETWORK DEVELOPMENT  
DEPARTMENT



## **OPPORTUNITIES SURVEY**

**AFRICA (excl. North Africa) FROM/TO NICE AIRPORT**

**Routes Online 2011**




## 2010 - INDIRECT TRAFIC FROM/TO NICE



(source : readjusted BSP IATA)

# Summary

Click on the left button to reach the part of your choice

-  **GEO REGION TREND**
-  **NICE-CAPE TOWN ROUTE SURVEY**
-  **NICE-DAKAR ROUTE SURVEY**
-  **NICE-JOHANNESBURG ROUTE SURVEY**
-  **NICE-AURITIUS ROUTE SURVEY**
-  **NICE-ST DENIS DE LA REUNION ROUTE SURVEY**
-  **INCENTIVE POLICY**



(source : readjusted BSP IATA)

## AFRICA (excl. North Africa) LOCAL TRAFFIC FROM / TO NICE

COUNTRY	2007	2008	2009	2010	VAR 10/09
★ SOUTH AFRICA	13 506	13 482	16 647	28 887	74%
★ SENEGAL	7 156	7 628	6 348	6 839	8%
★ REUNION ISLAND	7 807	7 371	5 829	5 223	-10%
★ CAPE VERDE ISLAND	908	3 373	1 976	4 483	127%
★ MAURITIUS	10 549	10 845	8 630	4 366	-49%
TANZANIA	1 514	1 619	2 082	3 586	72%
KENYA	2 869	2 115	1 851	3 135	69%
CÔTE D'IVOIRE	3 078	3 368	1 961	1 793	-9%
NIGERIA	1 466	1 653	1 591	1 553	-2%
SEYCHELLES	1 716	1 899	1 006	1 430	42%
NAMIBIA	554	359	380	1 012	167%
CAMEROON	2 081	2 023	1 667	961	-42%
GABON	2 610	2 093	1 210	751	-38%
ETHIOPIA	429	395	294	723	146%
CONGO	1 559	1 651	799	700	-12%
MALI	961	1 048	1 723	678	-61%
ZIMBABWE	325	230	152	614	303%
BENIN	761	640	397	603	52%
UGANDA	310	295	293	535	83%
OTHERS	6 379	7 084	7 523	3 962	-47%
<b>TOTAL AFRICA (excl. North Africa)</b>	<b>66 538</b>	<b>69 173</b>	<b>62 359</b>	<b>71 836</b>	<b>15%</b>

[ local traffic = direct traffic + indirect traffic ]



## AFRICA (excl. North Africa) FROM / TO NICE BREAKDOWN BY DIRECT AND INDIRECT TRAFFIC

COUNTRY	2010 DIRECT TRAFFIC	2010 INDIRECT TRAFFIC	% INDIRECT
CAPE VERDE ISLAND	1 980	2 503	56%
★ SOUTH AFRICA	-	28 887	100%
★ SENEGAL	-	6 839	100%
★ REUNION ISLAND	-	5 223	100%
★ MAURITIUS	-	4 366	100%
TANZANIA	-	3 586	100%
KENYA	-	3 135	100%
CÔTE D'IVOIRE	-	1 793	100%
NIGERIA	-	1 553	100%
SEYCHELLES	-	1 430	100%
NAMIBIA	-	1 012	100%
CAMEROON	-	961	100%
GABON	-	751	100%
ETHIOPIA	-	723	100%
CONGO	-	700	100%
MALI	-	678	100%
ZIMBABWE	-	614	100%
BENIN	-	603	100%
UGANDA	-	535	100%
BURKINA FASO	-	513	100%
OTHERS	-	3 449	100%
<b>Total AFRICA (excl. North Africa)</b>	<b>1980</b>	<b>69 856</b>	<b>100%</b>

(source : readjusted BSP IATA)



## Split of local traffic on Africa (excl. North Africa) from/to Nice








DESTINATION	COUNTRY	2010 DIRECT TRAFFIC	2010 INDIRECT TRAFFIC	%INDIRECT
Praia	CAPE VERDE ISLAND	1 980	1 549	56,1%
★ Johannesburg	SOUTH AFRICA	-	20 033	0,0%
★ Dakar	SENEGAL	-	6 839	0,0%
★ Cape Town	SOUTH AFRICA	-	6 829	0,0%
★ St Denis De La Reunion	REUNION ISLAND	-	5 190	0,0%
★ Mauritius	MAURITIUS	-	4 360	0,0%
Nairobi	KENYA	-	2 794	0,0%
Kilimanjaro	TANZANIA	-	1 900	0,0%
Abidjan	CÔTE D'IVOIRE	-	1 793	0,0%
Mahe Island	SEYCHELLES	-	1 317	0,0%
Durban	SOUTH AFRICA	-	1 294	0,0%
Lagos	NIGERIA	-	1 249	0,0%
Dar Es Salaam	TANZANIA	-	1 137	0,0%
Windhoek	NAMIBIA	-	1 012	0,0%
Libreville	GABON	-	751	0,0%
Addis Ababa	ETHIOPIA	-	723	0,0%
Bamako	MALI	-	678	0,0%
Douala	CAMEROON	-	660	0,0%
Cotonou	BENIN	-	603	0,0%
Zanzibar	TANZANIA	-	549	0,0%
Sal	CAPE VERDE ISLAND	-	535	0,0%
Victoria Falls	ZIMBABWE	-	535	0,0%
Entebbe/Kampala	UGANDA	-	535	0,0%
Ouagadougou	BURKINA FASO	-	513	0,0%
OTHERS		-	6 478	0,0%
<b>AFRICA (excl. North Africa)</b>		<b>1 980</b>	<b>69 856</b>	<b>97,2%</b>

(source : readjusted BSP IATA)

[ local traffic = direct traffic + indirect traffic ]

# Summary

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-  **GEO REGION TREND**
-  **NICE-CAPE TOWN ROUTE SURVEY**
-  **NICE-DAKAR ROUTE SURVEY**
-  **NICE-JOHANNESBURG ROUTE SURVEY**
-  **NICE-AURITIUS ROUTE SURVEY**
-  **NICE-ST DENIS DE LA REUNION ROUTE SURVEY**
-  **INCENTIVE POLICY**



## DISTANCE

5 389 Miles

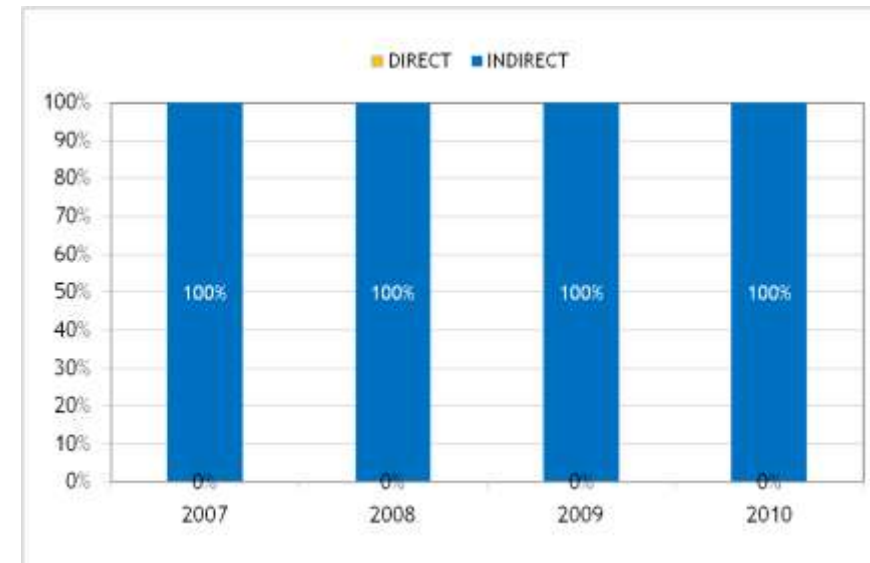
8 673 Kms

## PAST PERFORMANCE

No scheduled program on Nice-Cape Town

## TREND OF THE ROUTE AND DIRECT/INDIRECT BREAKDOWN

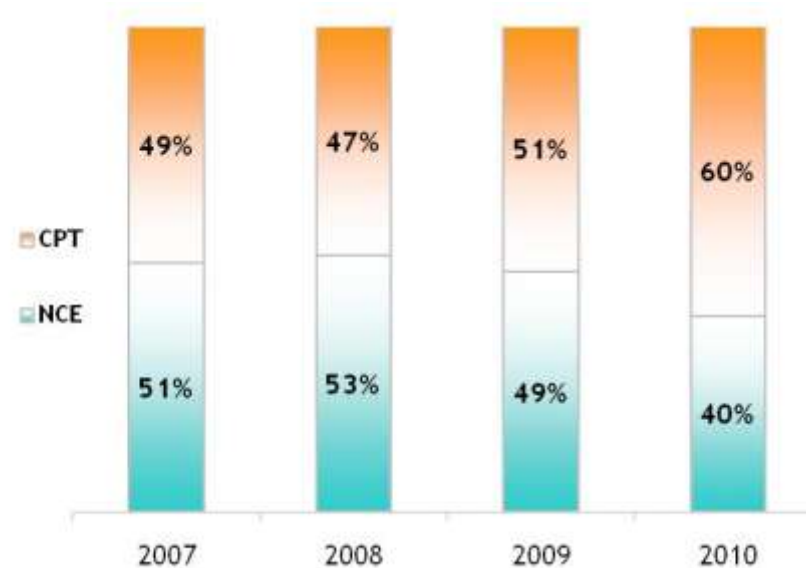
YEAR	DIRECT	INDIRECT	VAR DIR	VAR INDIR
2010	-	6 829		54%
2009	-	4 422		2%
2008	-	4 352		7%
2007	-	4 084		



(source : readjusted BSP IATA)



## POINT OF ORIGIN



## HIGH FARE TRAFFIC

	2007	2008	2009	2010
<b>HIGH FARE</b>	26%	35%	23%	23%
<b>LOW FARE</b>	74%	65%	77%	77%

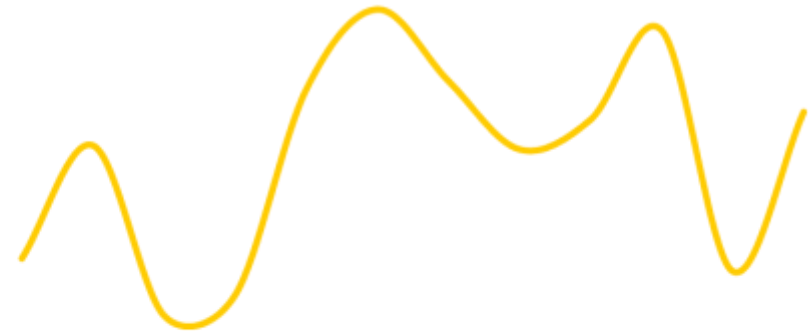
(source : readjusted BSP IATA)



## HUBS OF INDIRECT TRAFFIC

CNX HUB	IND TRAFF 2010	%
<b>LHR</b>	<b>2 216</b>	<b>32%</b>
DXB	1 307	19%
AMS	1 075	16%
FRA	795	12%
CDG	617	9%
IST	455	7%
OTHERS	364	5%
<b>Total CPT</b>	<b>6 829</b>	<b>100%</b>








## SEASONALITY ON THE ROUTE



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
— 2010 DIR	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
— 2010 IND	6%	9%	4%	5%	10%	12%	10%	9%	9%	12%	5%	10%

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-  **NICE-ST DENIS DE LA REUNION ROUTE SURVEY**
-  **INCENTIVE POLICY**



## DISTANCE

2 469 Miles

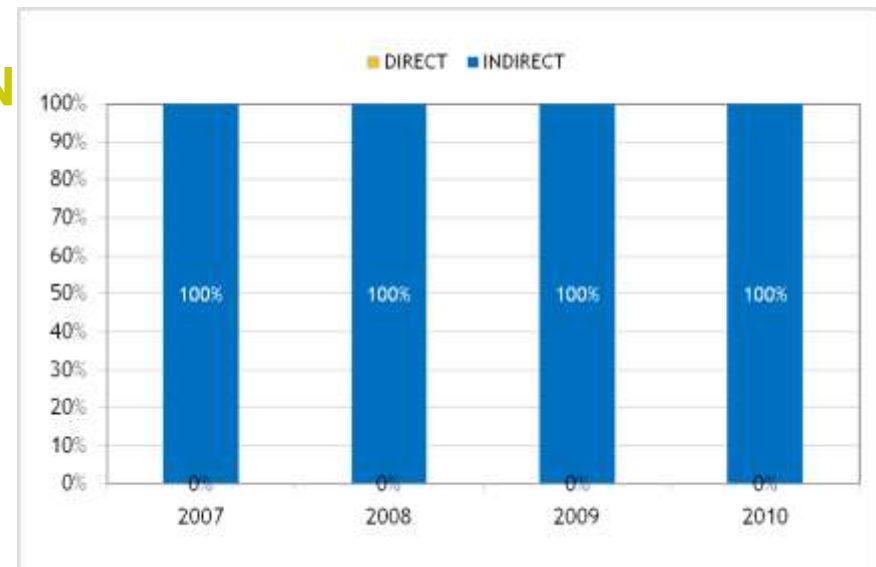
3 973 Kms

## PAST PERFORMANCE

No scheduled program on Nice-Dakar

## TREND OF THE ROUTE AND DIRECT/INDIRECT BREAKDOWN

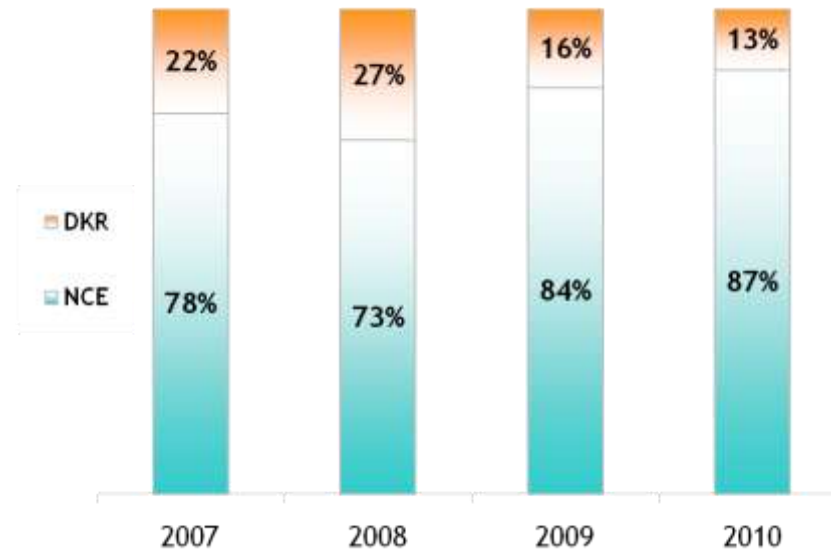
YEAR	DIRECT	INDIRECT	VAR DIR	VAR INDIR
2010	-	6 839		8%
2009	-	6 341		-17%
2008	-	7 628		7%
2007	-	7 156		



(source : readjusted BSP IATA)



## POINT OF ORIGIN



## HIGH FARE TRAFFIC

	2007	2008	2009	2010
<b>HIGH FARE</b>	18%	22%	15%	26%
<b>LOW FARE</b>	82%	78%	85%	74%

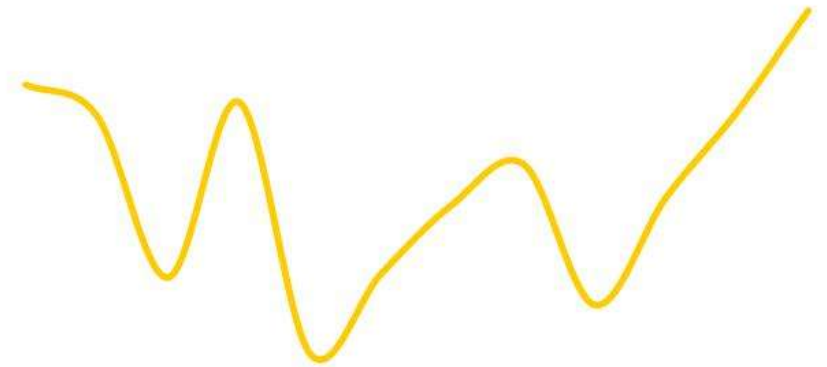
(source : readjusted BSP IATA)



## HUBS OF INDIRECT TRAFFIC

CNX HUB	IND TRAFF 2010	%
LIS	2 001	29%
CMN	1 876	27%
MAD	1 169	17%
CDG	842	12%
TUN	447	7%
ALG	283	4%
OTHERS	219	3%
<b>Total DKR</b>	<b>6 839</b>	<b>100%</b>








## SEASONALITY ON THE ROUTE



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
— 2010 DIR	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
— 2010 IND	11%	10%	6%	11%	4%	6%	8%	9%	5%	8%	10%	13%

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-  **INCENTIVE POLICY**



## DISTANCE

4 984 Miles

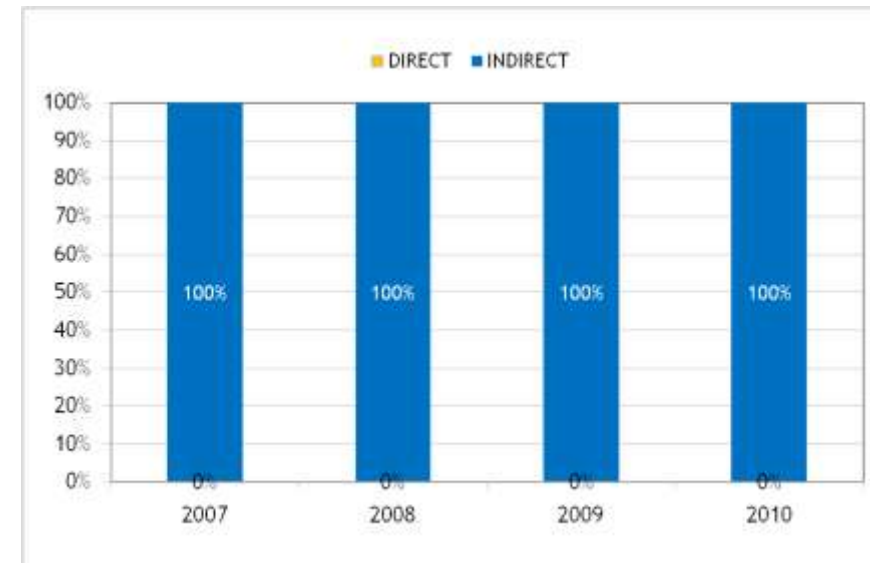
8 021 Kms

## PAST PERFORMANCE

No scheduled program on Nice-Johannesburg

## TREND OF THE ROUTE AND DIRECT/INDIRECT BREAKDOWN

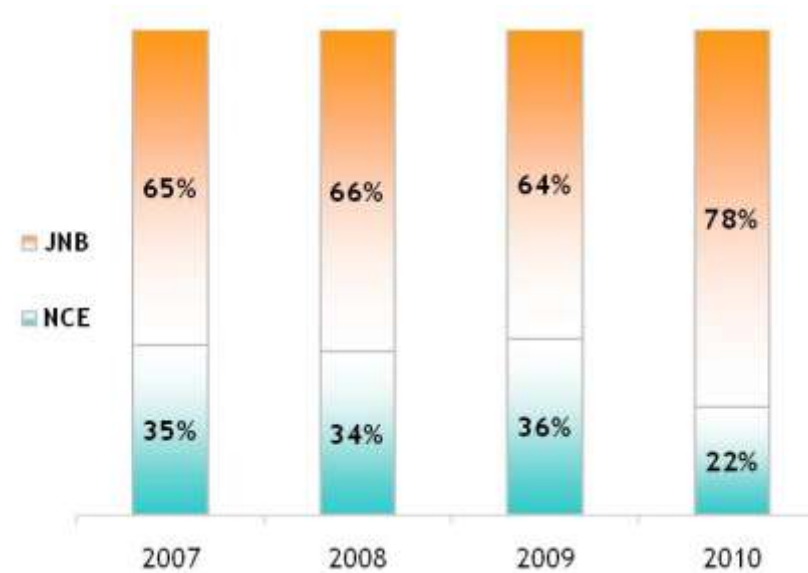
YEAR	DIRECT	INDIRECT	VAR DIR	VAR INDIR
2010	-	20 033		80%
2009	-	11 150		36%
2008	-	8 177		-4%
2007	-	8 535		



(source : readjusted BSP IATA)



## POINT OF ORIGIN



## HIGH FARE TRAFFIC

	2007	2008	2009	2010
<b>HIGH FARE</b>	35%	38%	28%	33%
<b>LOW FARE</b>	65%	62%	72%	67%

(source : readjusted BSP IATA)



## HUBS OF INDIRECT TRAFFIC

CNX HUB	IND TRAFF 2010	%
<b>CDG</b>	<b>8 572</b>	<b>43%</b>
FRA	3 311	17%
ZRH	1 968	10%
DXB	1 761	9%
LHR	1 662	8%
MUC	1 183	6%
MAD	670	3%
AMS	553	3%
OTHERS	354	2%
<b>Total JNB</b>	<b>20 033</b>	<b>100%</b>








## SEASONALITY ON THE ROUTE



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
— 2010 DIR	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
— 2010 IND	16%	5%	6%	7%	12%	12%	9%	8%	8%	7%	5%	5%

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-  **NICE-ST DENIS DE LA REUNION ROUTE SURVEY**
-  **INCENTIVE POLICY**



## DISTANCE

5 446 Miles

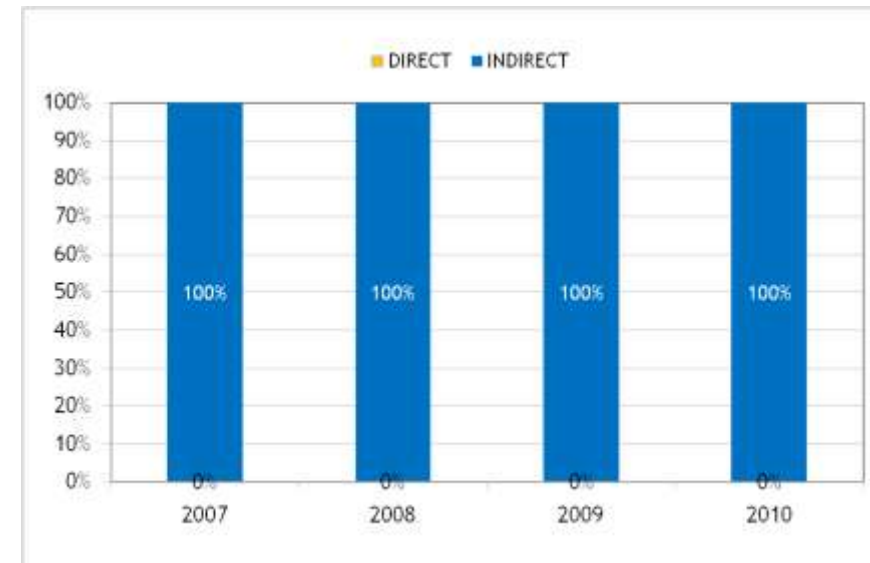
8 764 Kms

## PAST PERFORMANCE

No scheduled program on Nice-Mauritius

## TREND OF THE ROUTE AND DIRECT/INDIRECT BREAKDOWN

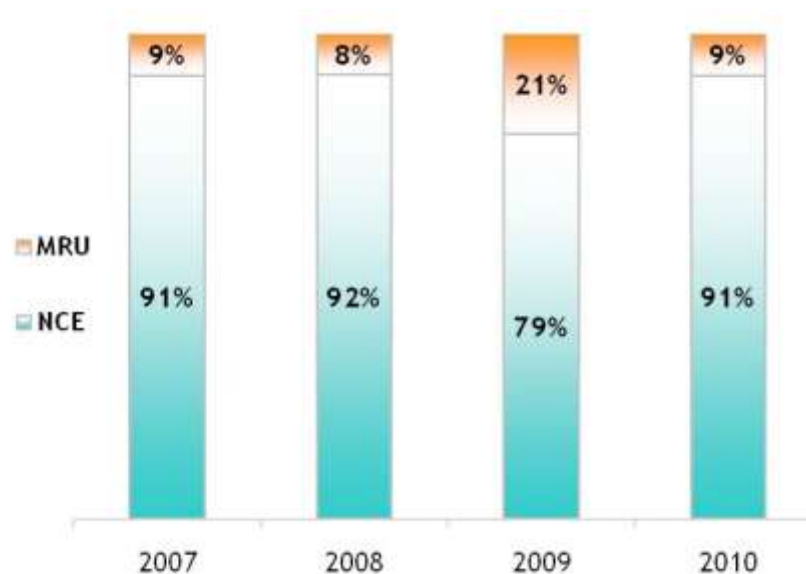
YEAR	DIRECT	INDIRECT	VAR DIR	VAR INDIR
2010	-	4 360		-49%
2009	-	8 588		-21%
2008	-	10 815		3%
2007	-	10 536		



(source : readjusted BSP IATA)



## POINT OF ORIGIN



## HIGH FARE TRAFFIC

	2007	2008	2009	2010
<b>HIGH FARE</b>	16%	14%	21%	25%
<b>LOW FARE</b>	84%	86%	79%	75%

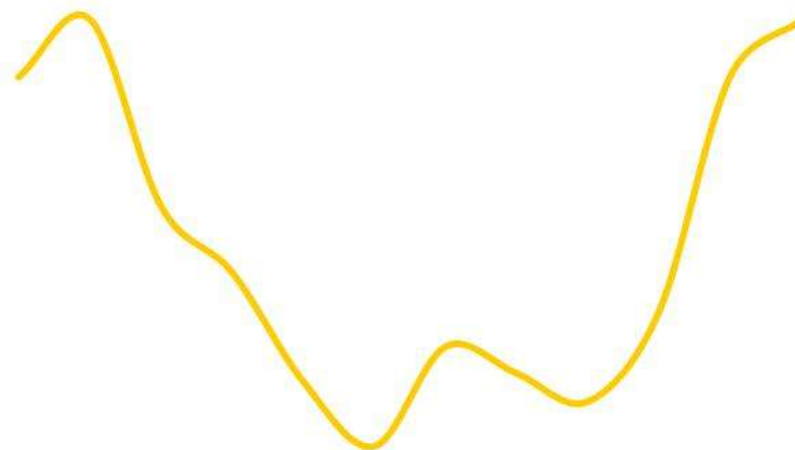
(source : readjusted BSP IATA)



## HUBS OF INDIRECT TRAFFIC

CNX HUB	IND TRAFF 2010	%
<b>DXB</b>	<b>2 119</b>	<b>49%</b>
CDG	1 664	38%
LHR	489	11%
OTHERS	88	2%
<b>Total MRU</b>	<b>4 360</b>	<b>100%</b>








## SEASONALITY ON THE ROUTE



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
— 2010 DIR	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
— 2010 IND	14%	16%	10%	7%	4%	1%	5%	4%	3%	6%	14%	16%

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-  **INCENTIVE POLICY**



### DISTANCE

5 394 Miles

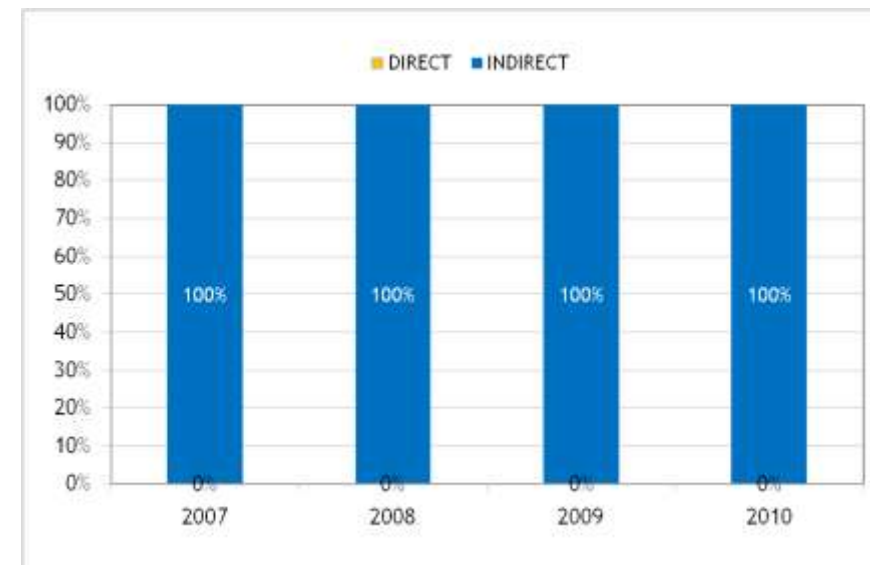
8 681 Kms

### PAST PERFORMANCE

No scheduled program on Nice-St. Denis De La Reunion

### TREND OF THE ROUTE AND DIRECT/INDIRECT BREAKDOWN

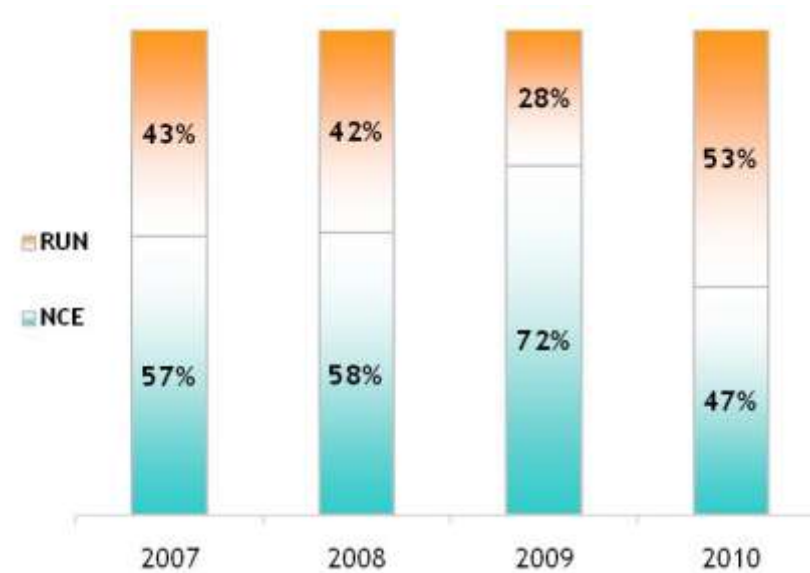
YEAR	DIRECT	INDIRECT	VAR DIR	VAR INDIR
2010	-	5 190		-11%
2009	-	5 807		-21%
2008	-	7 364		-6%
2007	-	7 805		



(source : readjusted BSP IATA)



### POINT OF ORIGIN



### HIGH FARE TRAFFIC

	2007	2008	2009	2010
<b>HIGH FARE</b>	9%	9%	6%	8%
<b>LOW FARE</b>	91%	91%	94%	92%

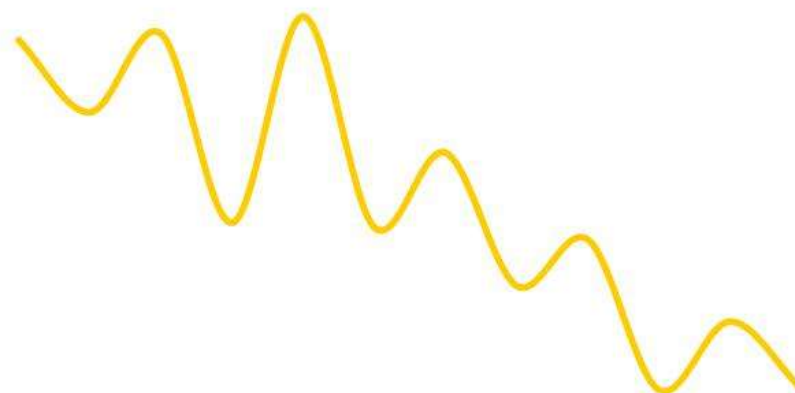
(source : readjusted BSP IATA)



## HUBS OF INDIRECT TRAFFIC

CNX HUB	IND TRAFF 2010	%
<b>ORY</b>	<b>5 124</b>	<b>99%</b>
CDG	66	1%
<b>Total RUN</b>	<b>5 190</b>	<b>100%</b>








## SEASONALITY ON THE ROUTE



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
— 2010 DIR	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
— 2010 IND	13%	11%	13%	8%	14%	8%	10%	6%	7%	3%	5%	3%

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-  **INCENTIVE POLICY**



# NICE CÔTE D'AZUR AIRPORT NETWORK DEVELOPMENT DEPARTMENT

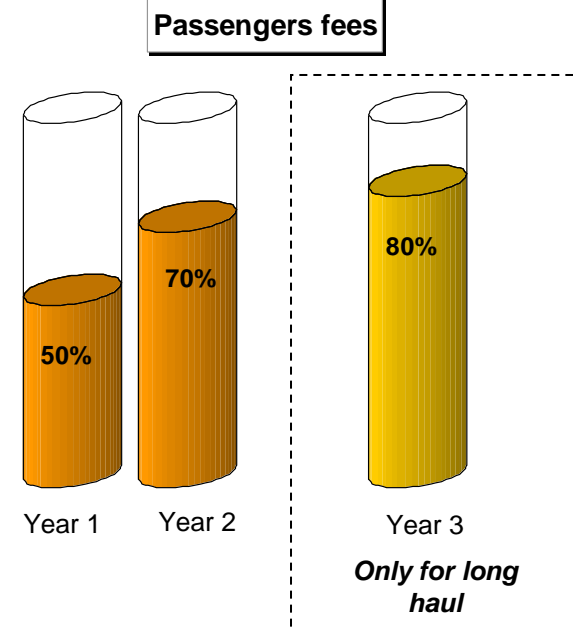
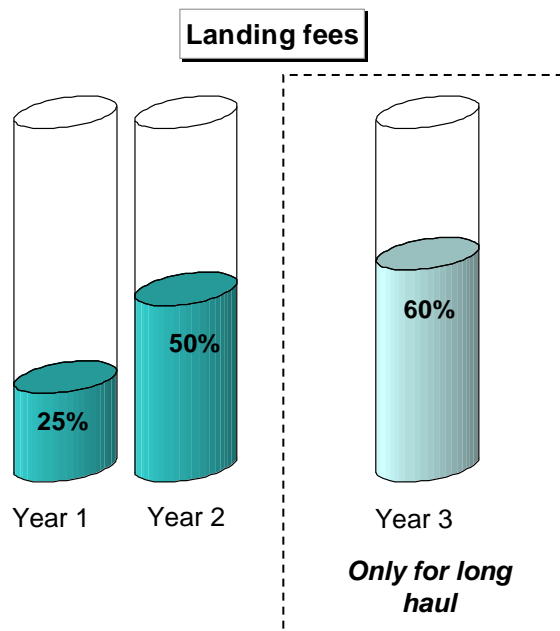


## NICE AIRPORT INCENTIVE POLICY

# 2011 Incentive policy



Open a new destination  
and pay only...



See conditions for application

# 2011 Incentive policy



## Open a new destination and pay only...

### Conditions for application – Short and medium haul

1. The route hasn't been operated for at least 12 months by the same airline
2. The route has to be operated for at least one aeronautical season and on the minimum basis of 24 rotations during summer and/or 16 rotations during winter
3. Night flight excluded (from 22:00 pm to 06:00 am local time)
4. The catchment area of the new destination must be independent of any other served catchment area from/to Nice
5. If a second airline operates the same new route, the latter will benefit from the same discount application for the remaining period

### Conditions for application – Long haul

1. The route must be equal or longer than 3,400 km
2. The route hasn't been operated for at least 12 months by the same airline
3. The route has to be operated for at least one aeronautical season and on the minimum basis of 16 rotations during summer and/or 12 rotations during winter
4. Night flight excluded (from 22:00 pm to 06:00 am local time)
5. The catchment area of the new destination must be independent of any other served catchment area from/to Nice
6. If a second airline operates the same new route, the latter will benefit from the same discount application for the remaining period

*Before each aeronautical season, a committee composed by Aéroports de la Côte d'Azur, 2 major Airlines, CSTA, SCARA, ratifies the discount applications for each new route.*

# 2011 Incentive policy



**Develop your traffic at Nice  
and be awarded with our BONUS !**

## Winter Season

Overpass Nice Airport's growth objective of 3% for winter season 2011/2012

And be awarded with a **bonus of €5 excl. VAT**, per extra departing passenger, above the airport's winter growth objective

## Summer Season

Overpass Nice Airport's growth objective of 4,7% for summer season 2011

And be awarded with a **bonus of €1.5 excl. VAT**, per extra departing passenger, above the airport's summer growth objective



*See conditions for application*

# 2011 Incentive policy



**Develop your traffic at Nice  
and be awarded with our BONUS !**

Conditions for application

1. Unscheduled routes are excluded
2. Night flight excluded (from 22:00 pm to 06:00 am local time)



If you need more information  
or a more detailed survey  
please contact us :

[The Nice Airport  
Network Development Team](#)

